

Message Text

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ACTION COME-00

INFO OCT-01 AF-08 ISO-00 EB-07 OPIC-03 /019 W

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6653

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E. O. 11652: N/A

TAGS: BENC, ECRE, EMIN, NI

SUBJ: NIGERIAN JOINT VENTURE CONSTRUCTION/AJAOKUTA STEEL MILL

REF : (A) STATE 200847, (B) LAGOS 9277

1. IN CALL ON TARAPOREVALA, CHIEF CONTRUCTION ENGINEER, NIGERIAN STEEL DEVELOPMENT AUTHORITY (NSDA), EMBOFF LEARNED THAT NSDA AWAITING DECISIONS FROM PERMSECS OR ABOVE TO LEARN NEXT STEP IN STEEL MILL DEVELOPMENT. HE THOUGHT HIS PREQUALIFICATION MATERIAL WOULD STILL BE USEFUL BUT SAID HE HAD ONLY BEGUN TO REVIEW IT AND DECLINED SAY EVEN WHICH AMERICAN COMPANIES HAD SUBMITTED (WESTINGHOUSE HAS SUBMITTED FOR STEEL MILL SYSTEMS), SUGGESTING WE TRY AGAIN IN TWO OR THREE WEEKS. HE COMPLAINED THAT MOST FIRMS HAD NOT ANSWERED NSDA'S SPECIFIC QUESTIONS, MERELY SUBMITTING BROCHURES, AND WAS SURPRISED WHEN EMBOFF OBSERVED THAT ONE-MONTH DEADLINE PERMITTED AMERICAN FIRMS ONLY ONE WEEK OR SO TO PREPARE SUBMISSIONS.

2. EMBOFF GAINED STRONG IMPRESSION TARAPOREVALA WILL RELY ON PREQUALIFICATION MATERIAL UNLESS PERMSEC VISIT RESULTS IN COMPLETE SUBSTITUTE, WHICH NOT ASSURED THIS POINT. ALSO CLEAR THAT PREQUALIFICATION DEADLINE OF AUGUST 16 NOT RPT NO PROBLEM IF LATER MATERIAL FILLS SPECIFIC NSDA NEED AND/OR SATISFIES TENDER QUESTIONS. THEREFORE SUGGEST THAT INTERESTED FIRMS WHICH DID NOT SUBMIT OR MEET WITH PERMSECS PROVIDE NSDA WITH SUITABLE MATERIAL FOR INSURANCE. APPLIES PARTICULARLY TO DRAVO UNLESS FIRM SATISFIED ITS MEETING WITH PERMSECS SUFFICED. INTERESTED FIRMS VISITING LAGOS ADVISED TOUCH

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BASE WITH TARAPOREVALE, NSDA, 3RD FLOOR, BANK OF AMERICA

BLDG., TELEPHONE 57062, EXT. 21.
EASUM

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